

The questions and answers below are ones received from contractors at the industry briefing and in subsequent emails. These answers should be considered preliminary in nature and subject to change. The Government's requirement will be set out in the Request for Proposals (RFP). If an answer prompts a question in your mind, please send it to STOC@STRICOM.army.mil.

Questions RE: Conference

1. Why couldn't you do the following:

- Companies who want to be teammates could compete to be in the qualified sub-contractor pool.
- Companies who want to be a Prime should compete for Prime role.
- The Prime's could pick required subs from pool and propose task order.
- A SB % could be established easily.

This is not much different than the way industry works now but it gives STRICOM the flexibility they need.

We are looking to award by a team's capability and not looking to establish pools of qualified subcontractors.

2. Schedule is aggressive.

Yes it is. We are considering ways to give you more time to establish teams and produce proposals.

3. Your approach does not place much emphasis on life cycle support. Too often the army has settled for low acquisition costs and had to struggle finding the dollars at DA to support products after fielding. The process you suggest seems to emphasize acquisition at the cost of life cycle support. Your STOC Team does not have a "logistics support" rep on it.

We are considering interim life cycle support in this effort. We are not currently considering LCCS though. L Dir. already has LCCS efforts either under contract or in process. Each task order will consider life cycle cost.

4. Jim—You have emphasized the importance of teaming and you have stated that you are still making changes and eager for our imputes – But: You have established a schedule that is extremely aggressive even if a contractor was not required to put together a good responsive team.

See response to # 2.

5. Are your schedule and your goal in conflict?

No we do not think so.

6. Do you believe the schedule is firm?

Yes. We are going to continue to work to meet the schedule we have presented. If changes are made to the schedule you will be notified.

7. Will poor past performance by our team member preclude award to the proposed team?

A poor performance by a team member could negatively affect you.

8. Will the government provide feedback that a team member is unacceptable?

No.

9. Small Business is able to be competitive by providing excellent products and services at lower cost do to reduce overhead. To cut this off would be bad for government and Florida high-tech corridor. How will you insure in using this approach that you can still get directly to Small Business and Small Business can bring work to you?

First we will welcome any effort by a small or large business to aid us in bringing new work to STRICOM. Second, we will assure that small businesses get work by requiring 25% small business work percentage requirements for large and small business primes.

10. What type of procurement will not be covered by this Omnibus IDIQ Contract?

The Omnibus is our preferred method of contracting and that each STRICOM/external customer requirement will consider their acquisition strategy to determine the best contracting method.

11. Have you gotten lessons from DSSMP?

We have not looked at DSSMP in particular but have and will continue to look at similar acquisitions for lessons learned.

12. What makes the STRICOM Omnibus IDIQ different/better? The CECOM DSSMP Contract was/is an earlier attempt to compete at the task order level and for the longest time, there was little business going to this contract. Too expensive for contractors to bid.

This contract is much broader in scope. STRICOM intends to use the Omnibus to contract for all the work that has normally been placed under contract via a C type full competition.

13. Small value (dollar) task orders are expensive to bid competitively. Will there be a minimum project size for task orders?

We have not defined a minimum size at this time.

14. Who will be the System Engineer for the Domains? Government or Contractor?

Please clarify?

15. What effect will this program have on CTC-OIS, one TESS, and DMPRC?

All new programs will use this new contract vehicle where appropriate.

16. How many Domains will be awarded by Sept. 1st?

As many as we can.

17. Eight to ten awards in each Domain seems excessive.

The exact number remains to be defined, but we believe that these suggested numbers give us the best short and long term competitive environment.

18. Why is CBT/ADL across business Domains? I thought PM TRADE (Live Domain) had this responsibility.

PM TRADE has the primary responsibility for CBT/ADL but we believe it crosses all domains.

19. Schedule is to put in place framework to then solicit proposals for real technical work. If STRICOM cannot work a process to award these Domain IDIQ Contracts that have no technical content at this time...It doesn't have a prayer of awarding a real technically complex contract within the IDIQ in the 120 day goal.

Fact is for 120 day award cycle from RFP to award the proposed technical solution will have many areas of risk or areas that will evolve as execution progresses...This is a real challenge to both sides to ensure a contractor is not left holding the bag or penalized.

This would be true if we were to use the acquisition model used for a standard DOD 5000 type acquisition. In the future we see a much more streamlined way to compete task orders. As we better define this approach we will keep you informed.

20. Jim—What was the specific Air Force IDIQ program which was similar to this initiative?

Training System Acquisition at Wright Patterson AFB.

21. Under what circumstance would a STRICOM program not be issued under the IDIQ or GSA schedule? I.E. What will make you look outside the stable?

We would use other contract methods “where necessary or where it makes sense” to use a contracting method other than the Omnibus. See also answer # 10.

22. Your “Future STRICOM Acquisition Environment” slide shows the Omnibus Multiple Award IDIQ plus individual contract awards in the future. Industry is preparing for future “individual contracts” that have been planned or even announced by STRICOM.

See answer # 10.

23. When will we know what will be through the IDIQ vs. individual? This will greatly help industry sort out teaming and B & P resource planning.

See # 10

24. Consider asking how many think contracts should be down Domains vs. across work areas. They are having problems with this.

The awards will be against the domains. Not across product areas.

25. For the FIRST Domain, is June sufficient time for you to form teams and respond?

See # 2.

26. In order for STRICOM to cut costs it must drastically cut down its data requirements, (which includes cost reporting such as CSSR/CFSRs). What plans are in place to reduce data requirements which are costly and cumbersome?

Each task order will have it's own set of requirements based on the particulars of that project.

27. The commercial world does not use cost reimbursable contracting. This causes risk of overruns. Virtually all procurements are FFP for hardware/software and T & M arrangements for support services. Is STRICOM headed in this direction?

We will still use Cost plus where appropriate.

28. Currently at CECOM if an award is made to a large business and the large business subs to a SB sub, CECOM does not receive SB credit.

This is universally true of all government contracting.

29. In that light, How does STRICOM view SB Joint Ventures?

If a small business is the prime, the small business credit is applicable.

30. Please provide applicable SIC codes as soon as possible. I.e. 8711, 4813

Currently looking at 7373 and 8711.

31. Will a Small Business be permitted to submit a bid both as a Prime Contractor and as a Sub-contractor under a large business for a given business Domain?

Yes.

32. Past performance proposals can be very large, costly and time consuming if:

3 contracts x 4 domains X n product areas X (8-10 team members)

12

X

11

X

10

1320 contracts submitted for past performance.

What are your plans for limiting the effort but still evaluate completely?

We are working to simplify the past performance issue and will provide how we will do this as soon as we have a viable product. Additionally, we do solicit your input on ways we might do this effectively.

33. Use of questionnaire that can be scanned?

We are looking at an approach that will give us tailored information, which is not conducive to a scanned questionnaire.

34. There was an abundance of information passed out today and well received. If this session is being videotaped – will a copy be made available to anyone that wants one?

Yes. Send your request to STOC@STRICOM.army.mil.

35. You have emphasized Small Business – But no phase 2 SBIR. Is there a plan to move phase 2 SBIR into IDIQ sponsorships?

No. SBIRs will still be used where appropriate.

36. Will the government publish a list of task orders targeted for this IDIQ?

No.

37. Will the RFP include technical disclosures for sample or real task delivery orders?

Our current thinking is that sample tasks will not be used.

38. Will Small Business offerors be held to the same technical capabilities and standards as Large Business?

At this time, yes. Except possibly in the SEI Certification area.

39. Since STRICOM has chosen this methodology for future contracts, why should I plan on attending your APBI?

It may give you insight into what will be competed as a task order under the Omnibus IDIQ and assist your future team arrangement.

40. Doesn't every company in this room have a valuable resource to offer to STRICOM?

We believe so.

41. Shouldn't we be working on using, in the teaming environment, all the companies? My concern is with the 120 day RFP-to-delivery goal. The military usually says it wants "COTS" but what it really wants an optimized system that is not COTS due to the stringent environmental conditions in which the product must function. A 120-day goal has (in the past, e.g., Desert Shield) and likely will result in a "ready, fire, aim, fire, re-aim, fire" developmental process. This is ultimately more expensive in time, money and problems between the government and industry than if we conducted a deliberate "ready, aim, fire" sequence. While 120 days is an admirable goal, haste makes waste in too many cases. 180-270 days is much more realistic because the military will regain some level of development. This time frame works for General Officers, generally speaking, who want "it" on their shifts (usually 2 years).

The 120-day goal is to award a task order against a letter RFP.

42. Will you allow team restructuring on specific programs especially if this is in the best interest of the Government?

Yes. How do you suggest we best accomplish this?

43. Other than for special case scenarios: Will delivery orders be competed amongst all contractors within a specific domain or do you envision competing delivery orders to a government selected subset of contractors within a domain in order to satisfy competition requirements on a delivery order basis?

At this time we have not totally defined the process but will probably use both approaches when and where appropriate.

44. Will the government limit team sizes?

No.

45. If a contractor brings work from another customer to this contract vehicle will this work then be competed or will they be able to get sole source?

STRICOM will pursue the approach that is in the best interest of the Government.

Partnering Workshops:

46. How is the facilitator(s) selected?

From a pool of pre-selected facilitators.

47. Who approves these people?

The two principle parties in the partnership.

48. Who pays for the workshops?

We are looking for shared cost.

49. Will they be a part of basic contract?

Not a term of the contract. Partnering workshops will be conducted at the task level as appropriate.

50. How will the IDIQ's be structured? Hardware, software or what? If, as you say, this is a "partnership" – why haven't you invited industry participation as part of your IDIQ Team?

We believe we are making a considerable effort to include industry; e.g. STOC web site, industry conferences, etc.

51. Is the min. award of 10K to the team? If yes, is it up to the prime to distribute the 10K to the team? If no, Then each team member would get 10K?

The award minimum has not been defined, however, minimum awards will be satisfied by a task order issued to the prime.

52. If the latter is true, does a company on multiple teams get 10K for each team they're on?

See answer #51.

53. You foresee around 5 large and 2 small business awards in a domain:

The specific number and composition will be determined on a domain by domain basis.

However, the first two awards will be reserved to small business followed by awards made on a full and open basis.

54. If a large business has a team that includes several small team members can they be chosen in the small area?

Only if the Small business is the Prime.

55. If a small company puts together a team and they have a large company as a sub-contractor can they bid as a small business?

Yes, however, the firm must comply with the small business content mandated in this acquisition.

56. Is the government's assessment of the past performance of a contractor in the public domain?

No. Past performance information is contractor sensitive.

57. Can this be made available in any way?

Contractors may request their own Contractor Performance Assessment Review System (CPARS).

58. Will there be any impact of the Omnibus IDIQ on the recently released MOUT/RT IDIQ?

MOUT/RT IDIQ is continuing their acquisition.

59. Will a small business be allowed to bid both as a small business and as a large business sub-contractor for the same domain?

Yes.

60. STRICOM understands its current simulation set better than the individual contractors. Will STRICOM be more forward in offering potential reuse candidates?

Yes.

61. To create a better team environment it would be a better model to have integrators and resource companies in a pool. This would allow for a faster contract award and a better mix for transfer of technology.

See Answer #1.

62. Definition of Small Business.

See FAR part 19.

63. Can you issue draft RFP before 6 April?

Yes.

64. For new industry partners with STRICOM, can you provide (a) a list of SOO's for STRICOM's customers? (b) Or their needs on short and long term basis.

No.

65 What percent of funding for the IDIQ will be RDTE, OPA, OMA?

TBD.

66. Has a separate budget line been established for the IDIQ?

No.

67. If not how can the funding profile be tracked?

There is no funding profile for the Base Contract Awards. The funding profile will be on the projects that STRICOM will issue task orders for.

68. Will it be a requirement for each team member to have a GSA schedule?

No.

69. How will draft documents be published on the web page?

Posting document as .PDF files e.g. Acrobat.

70. Part of your customer complaints is that STRICOM contractors are not their contractors. How will you insure this is not just another award to "TEAM Orlando"?

We plan on making multiple awards.

71. Why was technical rated/ranked #3 vs. #1 in the evaluation areas? I would recommend technical be #1.

The evaluation criteria are still under consideration.

72. If you plan to award the 1st domain contract in a 120-160 day time frame, why do you anticipate taking so long (you said <120 days) for delivery orders? For example, Army CECOM'S R2CSR contract "averages" 19 days to award delivery orders

120 days is a goal set to get the largest tasks order efforts awarded. We expect and desire to put the smaller ones under contract in 30 days or less.

73. You have talked about small business but have not mentioned 8-A. Will there be 8-A set aside or 8-A reserved?

It's currently under consideration.

74. More and more we are moving to a training and operational world that seamlessly integrates among line, vertical constructive and test. Has the time come when the value of these domains as a management tool is counter-productive. What is gained by contracting according to these domains? You've stated that task orders will be competed within business domains.

This methodology aligns on STRICOM's business structures . This reduces the need to generate multiple task orders against product areas when an integrated solution is required.

75. What is the acquisition schedule plan (i.e. proposal turn around time) for these competitions? Reason for the question: B & P will be spent to win one of the many IDIQ contractor team spots. The task competitions will require additional B & P.

We are making every effort to minimize the contractors B&P cost for the base contract and the follow-on task orders .

76. You say there will be 5 to 8 contracting teams per business domain. That translates into 20 to 32 teams. Do you believe there are enough potential tasks to justify this much infrastructure? 3 contracting teams per business domain will probably be more than adequate.

Yes.

77. How does an IDIQ Domain winner change or add Domains > award?

They don't.

78. Will OneSAF be included in STOC?

The program office is currently evaluating it.

79. What will be the criteria to decide between STRICOM IDIQ & BPA?

BPA are more focused toward commercial solutions .

80. Is contractor attendance/ participation in workshop an allowable cost?

Yes, the partnering workshop is an allowable cost.

81. Multi-year, large quantity orders (contracts) encourage industry to invest in better products and offer low prices. Multiple incremental contracts suggest the government will have great flexibility to change to new technologies (and perhaps companies). These are two contradicting perspectives. If industry is going to invest, there must be a payoff on the investment. This means either higher acquisition costs or the need for some kind of reasonable guarantees on sufficient quantities to generate a fair profit.

We believe our domain structure encourages industry to invest in better products even though multiple contracts will be awarded in each domain .

82. The thought that government needs to allow larger companies on small business teams & to do more of the work, reflects the same old government concept that they need to go to large companies to get serviced. This has been a problem for small businesses for a long time. Why is it you feel that small businesses can't be competitive without allowing for this?

We did not mean to imply that small businesses need to have large businesses as subs in order to do large tasks. In fact, we believe that teams made up of only small and mid size companies can be very capable and competitive. We were attempting to give small business more flexibility in establishing teaming arrangements.

83. Assume that the IDIQ concept will be used as the follow on ADST Contract.

Yes.

84. Need an IT Project Area. How will this be included?

No. IT is in all product areas of each domain .

85. If you really want good teaming you may want to extend the RFP date to May. On the contractor side usually there is more notice.

See answer #2.

86. Will STRICOM encourage reuse by providing an HLA infrastructure for reuse on all applicable simulations?

No. STRICOM will not provide infrastructure, but will include HLA requirements in base contract.

87. What is your action plan to ensure mid-level and lower-level “contracts professionals” will assist instead of hinder “speeding up the ‘time to contract’ process”? (This is not a snide remark, it’s a serious question)

Management is taking new measures to ensure acquisition professionals are aware of this change in contracting methodology.

88. How will this approach insure or improve the government’s ability to get to most qualified providers. In other words, what’s to stop the work from stopping at the Prime which so often happens now?

The government can not mandate how the Prime does business with its subs, but it can be used as an evaluation factor for task order competitions.

89. Current RFP’s typically require the proposal to provide detail on performance areas. For example, training task specifics are defined in the proposal. Will STRICOM provide more specifics on the RFP or would these items be worked out in the task order?

The task order process will be used to define all requirements.

90. Is the 500M + ceiling per each IDIQ CTK? Or overall? Or Domain?

\$500M is an estimate of work that STRICOM plans to award each year. The \$4B ceiling will apply to total work issued under all contracts.

91. What are the STRICOM “Added cost” or “Admin Fee” to use this vehicle for “other Agency” procurements?

It is estimated to be 1.83% plus labor to execute the program.

92. Will partnering occur only with the Primes or will it include key individuals from participating subs?

It is at the Prime's discretion. Subs have participated.

93. Clarify—Will partnering only happen with Omnibus contracts or at each task order?

Our current thinking is at the task order level.

94. When you discuss teaming, are you expecting teams or individual companies to submit IDIQ proposals?

We are expecting Prime contract to submit proposals . Teaming is encouraged.

95. Does teaming occur at the IDIQ proposal level or at the task order level?

Both.

96. Just 2 months ago we gave a brief proposing to bring in paying customers with training needs and partner with STRICOM to support these customers requirements. This proposal and the partnering approach was dead on Arrival. Is it safe to assume that given the new Business & Acquisition Model, STRICOM will now be interested in this type of partnering approach?

We are serious about teaming with industry.

97. Is there going to be a better definition of Small Business? 50 million and 500 employees is huge to a real small business (6 employees 500K)

See answer #62.

98. Past Performance—How do subs and newcomers work with these requirements?

Subs without relevant past performance are treated as a neutral in their primes evaluation.

99. Cost Evaluation—Is there a plan to work commercial (like GSA) final cost, not concern with corporate overhead profit level?

No.

100. Will part of the source selection be an onsite review of Team's processes & capabilities?

Any onsite would be limited to pre-award survey.

101. Do you plan on having IEWTPT & OneSAF procurements go thru STOC? These are near-term solicitations.

IEWTPT will not be included. ONE SAF is being evaluated.

102. Will MOUT IDIQ continue in its current procurement?

Yes.

103. Small companies need a place where we can post our corporate resumes to court would be primes and draw their attention to our capabilities. Can we do this through the STRICOM web page in some way?

Process is being developed to accomplish this.

104. The experience with IDIQs has been that potential users balk at paying pass through fees to a prime. Thus, it becomes a vehicle that is often unusable by other than the prime. Is there a strategy to reduce pass through fees?

Competition at the task order level will incentivize contractors to make it cost effective to access the prime contractor and associated sub-contractor. In addition, we are exploring methods of evaluating the cost effectiveness of each prime's teaming structure.

105. Will all future STRICOM work be awarded under this IDIQ?

No. It will be the preferred vehicle. Other available vehicles will be used when they present the best solution.

106. If so, does that mean you are out of business with STRICOM if you are not on a winning team?

No. There are other contracting vehicles where opportunities exist; e.g. BPAs.

107. If a contractor wishes to propose across all the domains, currently 4 defined, will the contractor be required to write 4 proposals or one blanket proposal?

We are currently designing how proposals should be submitted. If a contractor is proposing several domains, we want one proposal organized by each domain .

108. Would you be handling procurements such as CCTT (large\$\$) & AVCATT through the IDIQ process?

Yes.

109. Will the government allow primes to add teammates at any time after award?

Yes. Tell us how you think we should best do this.

110. What STRICOM procurements will be placed on the FD/IQC STOC?

- OneSAF?
- IEWTPT?
- ADST III?

The Omnibus is only partially a "recompete" of ADST II; it is really a bigger effort. ONE SAF and IEWTPT; see answer 101.

111. Will STRICOM consider setting aside a given product area within a single domain to 8(a)'s or other minority or hub-zone contractors?

No. Awards will be made by domain .

112. You have stated approximately 5 large business and 2 small business per domain. Are there plans for SDB or 8(a) awards?

No.

113. Recommendation: Space & Naval Warfare Systems Command in San Diego went to a similar Omnibus philosophy. They have a different approach regarding need for multiple award. Used team leader concept as prime contractors (by discipline expertise-read as domains) under the management of the focal prime. The concept eliminates competition by multiple primes in each domain as you briefed. The concept also compliments SBA intents by identifying qualified center of excellence team leader (small business) who you could use as 'domain' equivalent lead. Detractor is only one contract. Benefit—process standardization. One negotiated cost structure, reduced task order response/processing time.

Noted.

114. Will there be an opportunity for DoD teaming (part of Omnibus IDIQ award)?

Not planned.

115. Will there be a bidder list that discusses potential primes so new/niche small business may focus their limited B&P resources?

We will post a list of interested parties responding the synopsis to the RFP.

116. Topic: Business Domains

Where would the following technologies/ products fit in the LVC Domains?

- IT—Comms, Networks, Switches, Routers, etc.
- Ranges have IT, Live, Virtual & Const.
- SBA—SMART

IT crosses all domains.

117. Will OneSAF be included as a part of this IDIQ?

See answer #101.

118. Do you plan awards within each domain to both large business and small business teams?

Yes.

119. Will contracts issued under this vehicle have an amount for set asides for businesses owned by disabled veterans under public law 106-50? "Disabled Veterans Entreprenarioship Program " which calls for 3% set aside.

Under investigation.

120. Lesson Learned—Along with limiting pages on the Omnibus contract, you also need to limit pages for the task order proposals. There needs to be a streamlined approach.

Noted.

121. With so much flexibility in teaming, how will you ensure the same team(s) don't win all the awards, just rotating primes? E.g.:
Team A, B, C
Team B, C, A
Team C, A, B

The contracting officer will exercise sound business judgement in the selection of multiple awards that provide additional value to the Government.